

# Entrepreneurs Need a Business Owner Mindset

## Monday, October 14, 2019

- Next TNL, October 22th at Mannatech Corp offices or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)  
You do not want to miss this one
- Did you see all the Sleep Support Materials in the librar?
- New free version of Mannatech +... see document in library of click here.  
<https://cloud.mannatech.com/mtlibrary/44634315351125.pdf>
- Sleep Support specials are still available...

### Mark Harbert training

#### 1. Our Thought Process Makes the Difference

- a. Reprogram our minds...attitude is everything
- b. Albert Einstein "We cannot solve our problems with the same level of thinking that created them."
- c. Right now you have struggles...it is all the way you think
  - 1) comp plan not good enough
  - 2) products not good enough
  - 3) .....not.....
  - 4) .... not....

Wealth shows up in your head FIRST!! The power of visualization!

#### 2. Becoming the Entrepreneur

- a. It is a journey...never stop investing in mindset
- b. Difference between JOB and Business Owner

hourly wages	vs	potential to earn while sleeping
fixed and safe	vs	unlimited upside potential
tasks are typically routine	vs	work related tasks anything but routine
limited vacation yearly	vs	take time when you want
stay within "comfort zone"	vs	consistently outside "comfort zone"

#### 3. Factors in the Business

- a. Be the "Rock" on the page...you are the number 1 variable
- b. Get outside your comfort zone...love being uncomfortable!
- c. Everyone talks about "how to" when your Core Motivation (Your "WHY") is absolutely most important

#### 4. Your Core Motivation/Passion

- a. Why is it so important?
  - 1) It will breathe life into your business
  - 2) It will carry you through rough patches (guarantee these will happen)
  - 3) Zero problems with motivation
  - 4) You become "unstoppable!"  
This is your "Internal Fire"
- b. Your "WHY" is so critical...everyone talks about How. It is YOUR WHY!

- 1) Every time you think about it you cry
  - 2) How to find it? Try this exercise:
    - a) Close your eyes...
    - b) Must focus on WHY...not a superficial reason.
  - c. How to Connect with your Core Passion?
    - 1) Does it make you feel good about yourself?
    - 2) Do you talk about it with others?
    - 3) If you do what you love and love what you do, awesome! You will work everyday of your life!
5. Mindset Hack #1: Become a Student
- a. Focus on Implementation...learning: either learn to love it or find something else
  - b. Have a budget that allows you to consistently invest in your education and training
  - c. Constantly learning gets you out of your comfort zone and keeps you there
    - 1) Keys to Improvement
      - a) Make a list of your strengths
      - b) Make a list of your weaknesses
      - c) Build upon your strengths
      - d) Work on improving your weaknesses
6. Mindset Hack #2: Structure
- a. Job Mentality gives you structure...so in this business as an entrepreneur, need self-accountability. No longer is structure provided for you.
  - b. 4 Keys for Building Structure
    - 1) Start with a goal and break it down (see NEW comp plan document in library)
    - 2) Determine skills you want to develop  
closing, approach, share, drive traffic, social media
    - 3) Keep track of successes and failures  
Fact = Meaning...one of our major programs that run our lives!
7. Mindset Hack #3: Commitment
- a. Plant seeds, cultivate and harvest...sometimes it takes months, years to really harvest  
Plant cultivate, over and over and over and over...
  - b. "Be HERE 1 year from today!"
  - c. Repetitive behavior over time creates results
  - d. Understand the Compound Effect  
A penny doubling every day or \$500,000 after 1 month?  
"Commitment means staying loyal to what you said you were going to do long after the mood you said it in has left you."  
People lose sight...lose .....
8. Mindset Hack #4: Self Image
- a. Be aware of the emotions that are tied to rejection
    - 1) concerned about self-image  
look stupid  
be laughed at  
be rejected

- not smart enough
- 2) Get in your head rejection is impossible
  - positive self-talk
  - affirmations
  - Biblical: you are loved
  - If impossible then you WILL be free to run this business
- 3) How to improve yourself image?
  - Key is awareness...positive self-talk
  - Don't compare yourself to others
  - Don't strive for perfection
    - failure is one of the best things that can happen to grow you!
  - Don't beat yourself up after each mistake
  - Focus on things you can change
  - Do things you enjoy
  - Celebrate the small stuff

- 9. Mindset Hack #5: YOU are the real product
  - a. People do not buy Mannatech...they buy YOU first
  - b. It is not what you say that matters rather what you are that makes a difference
  - c. Personal development builds you confidence and posture
  - d. Lack of knowledge breeds fear and negative results

TIPS:

STOP procrastinating and make "decisions" truly decisions  
LEARN to recognize opportunities when you see it AND move on it!  
Don't be afraid to make mistakes of fail  
LEARN to manage and regulate your emotions